

## Application for the 2011 Governor's Award for Excellence in Exporting

Your company name and company location: \_\_\_\_\_

Your name and title: \_\_\_\_\_

Direct e-mail: \_\_\_\_\_ Year company began exporting: \_\_\_\_\_

Direct phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Website: \_\_\_\_\_

Number of employees in Colorado: \_\_\_\_\_ Total number of employees worldwide: \_\_\_\_\_

Number of employees worldwide dedicated to exporting: \_\_\_\_\_

Year that your company was established: \_\_\_\_\_ Primary products/services exported from CO: \_\_\_\_\_

Name and location of parent company (if any): \_\_\_\_\_

Your company's relationship with its parent company (if any): \_\_\_\_\_

Approximately how much of the end value of your exported G&S comes from your operations in Colorado?

When selling to each of your top three markets, do you use an intermediary (distributor, sales agent, etc.)?

Number of foreign country markets (If preferred, attach a numbered list.): \_\_\_\_\_

Your top ten export markets (in order of market value): \_\_\_\_\_

Terms of sale used when exporting to your various markets (Cash Up Front, Net 30, etc.):

Check the range which most closely approximates your company's overall revenue for your last fiscal year:

<\$500K      \$500K-\$999K      \$1M-\$4.9M      \$5M-\$20M      >\$20M

Annual percentage of Total Sales Earned via Exporting: FY 08      %      FY 09      %      FY 10      %

**ALL APPLICATION MATERIALS MUST BE RECEIVED BY APRIL 5<sup>th</sup>, 2011.**

**Please send this application form and a one-page cover letter by e-mail to [Stephanie.Dybsky@state.co.us](mailto:Stephanie.Dybsky@state.co.us).**

In the cover letter, please tell us your company's story, including how your company started exporting, how your company has demonstrated its commitment to international trade over the last three fiscal years, and how exporting has benefitted your company's employees. Please also mail a hardcopy product catalogue to the address below, clearly noting any exporting-related details about your company which merit special attention by the review committee. If you have one or more catalogue(s) specifically geared toward international markets, then please include a hardcopy in your submission (i.e. foreign language brochures). Please send your hardcopy product catalogue and any market-specific brochure(s) to:

Stephanie Dybsky, Trade Specialist  
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